

New *SBALowDoc* versus *SBAExpress*

ISSUE:	New <i>SBALowDoc</i>	<i>SBAExpress</i>
Program Status:	Pilot through September 30, 2001	Pilot through September 30, 2001
Max. Amount:	\$150,000	\$150,000
Guaranty %:	80 % up to \$100,000; 75% from \$100,000 to \$150,000	50% maximum
Credit Decision:	By SBA (with credit scoring)	By lender
Secondary Market:	Can be sold	Can be sold.
Application Process:	Electronic process available in FY 98	Electronic processing required by 4/1/99 (assuming adequate SBA resources)
Average Loan Size:	\$57,500	\$47,000
Eligibility Decision:	Relies heavily on lender checklist	SBA checklist
Turnaround Time:	SBA committed to within 36 hours	Often instantaneous, but SBA committed to 36 hours
Liquidation:	Lender liquidates non-realty before buyback; all other after buyback	Lender liquidates all before buyback
Forms:	One page application	One page application
Revolving Lines of Credits:	Not allowed	Allowed for maximum of 5 years with term-outs only as part of workouts
Collateral:	Follows 7(a) policy - all available assets must be pledged	Not required on loans \$25K or less; lenders use own established policy over \$25K
Lender Oversight:	By HQ staff with lender review by field	By HQ staff with contract support